

Figures

Fig. 1A

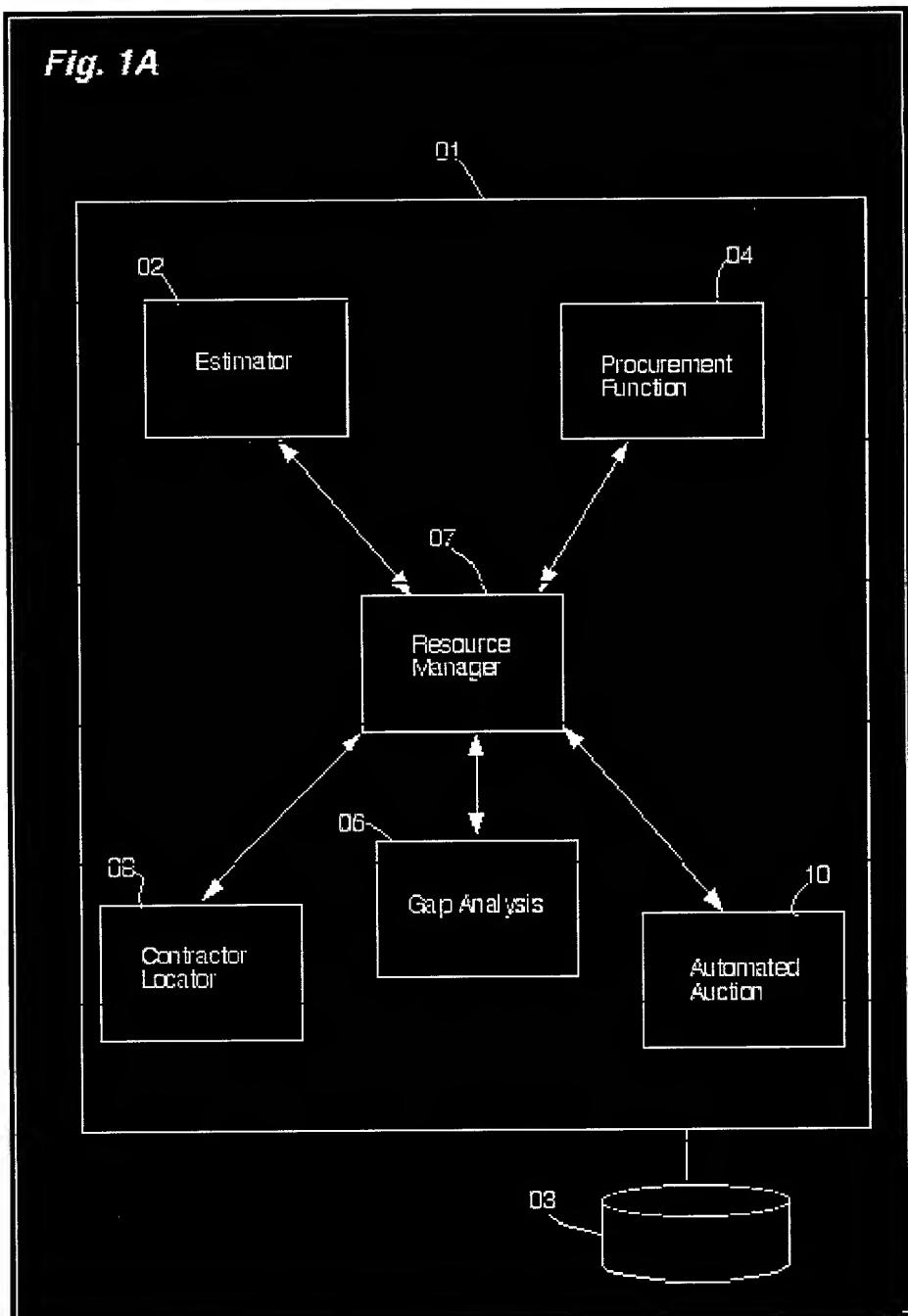


Fig. 1B

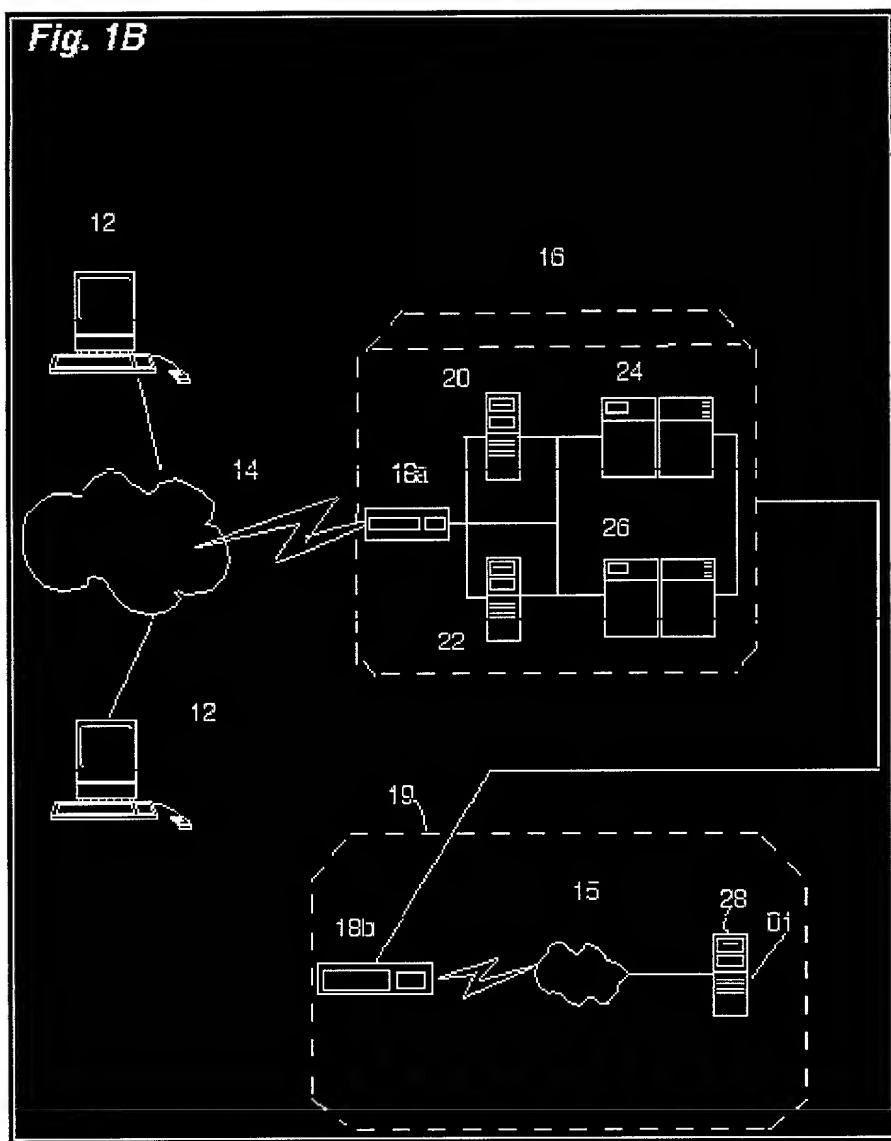


Fig. 1C

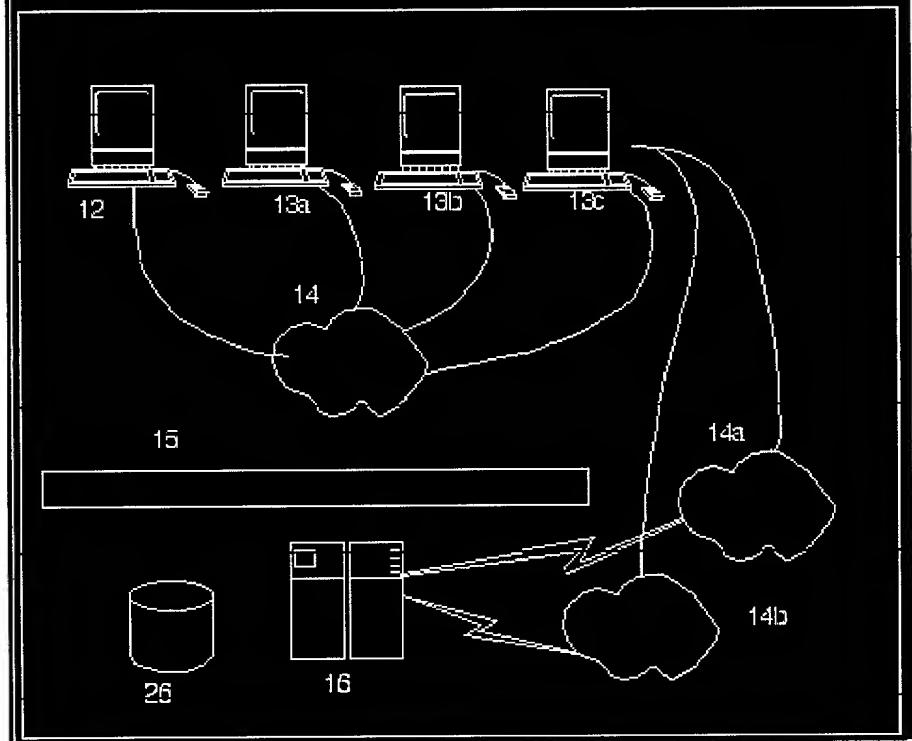


Fig. 1D

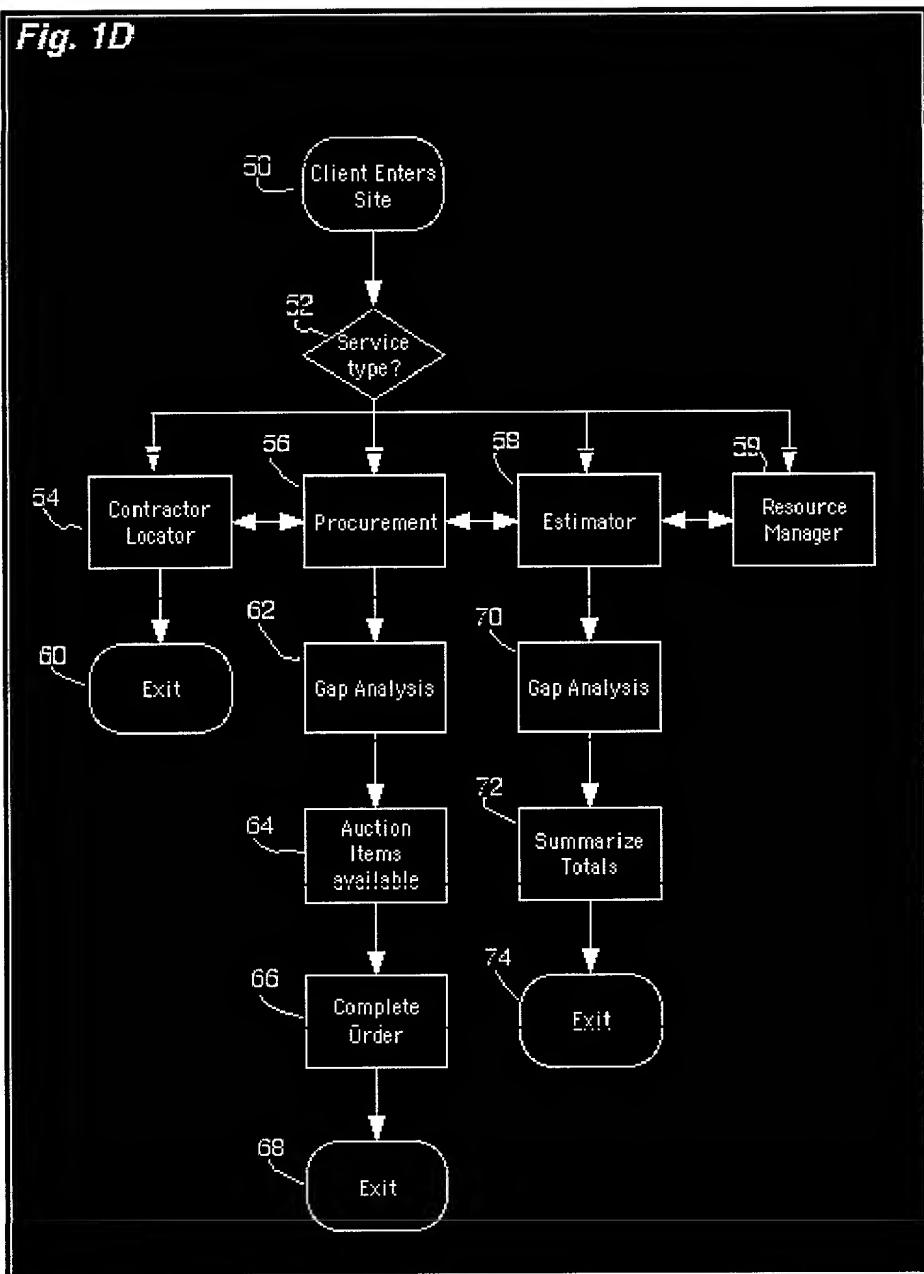


Fig. 2A

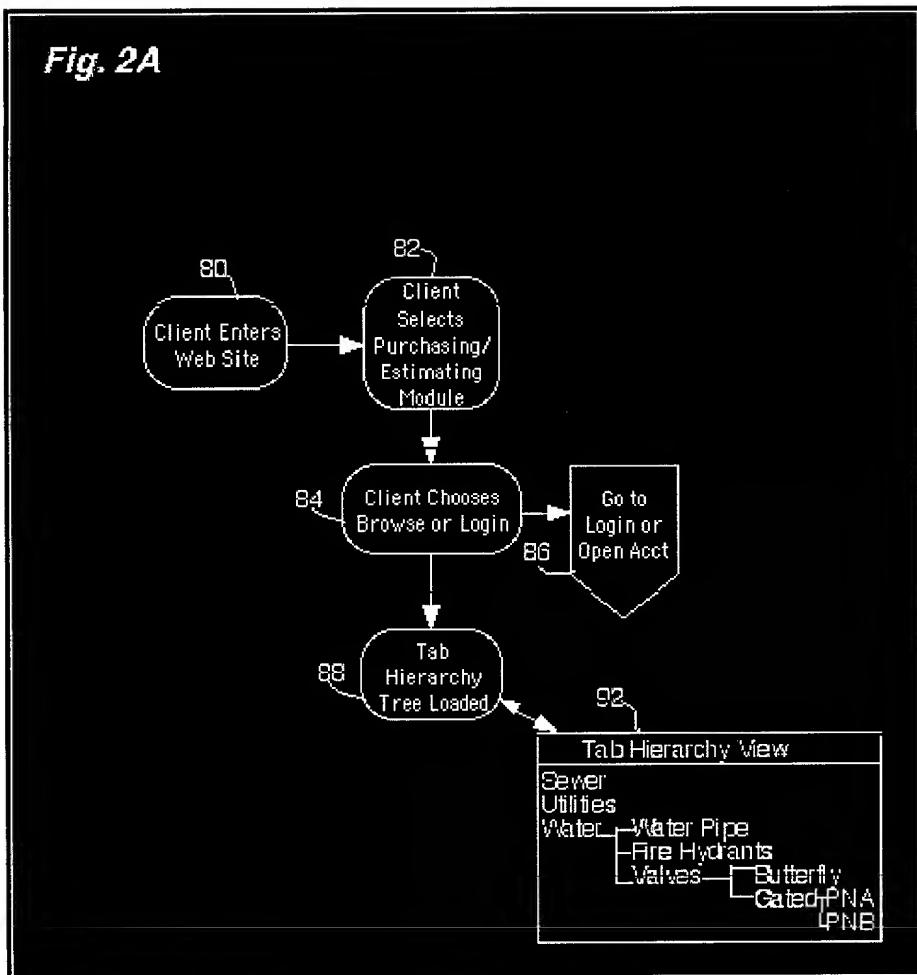


Fig. 2B

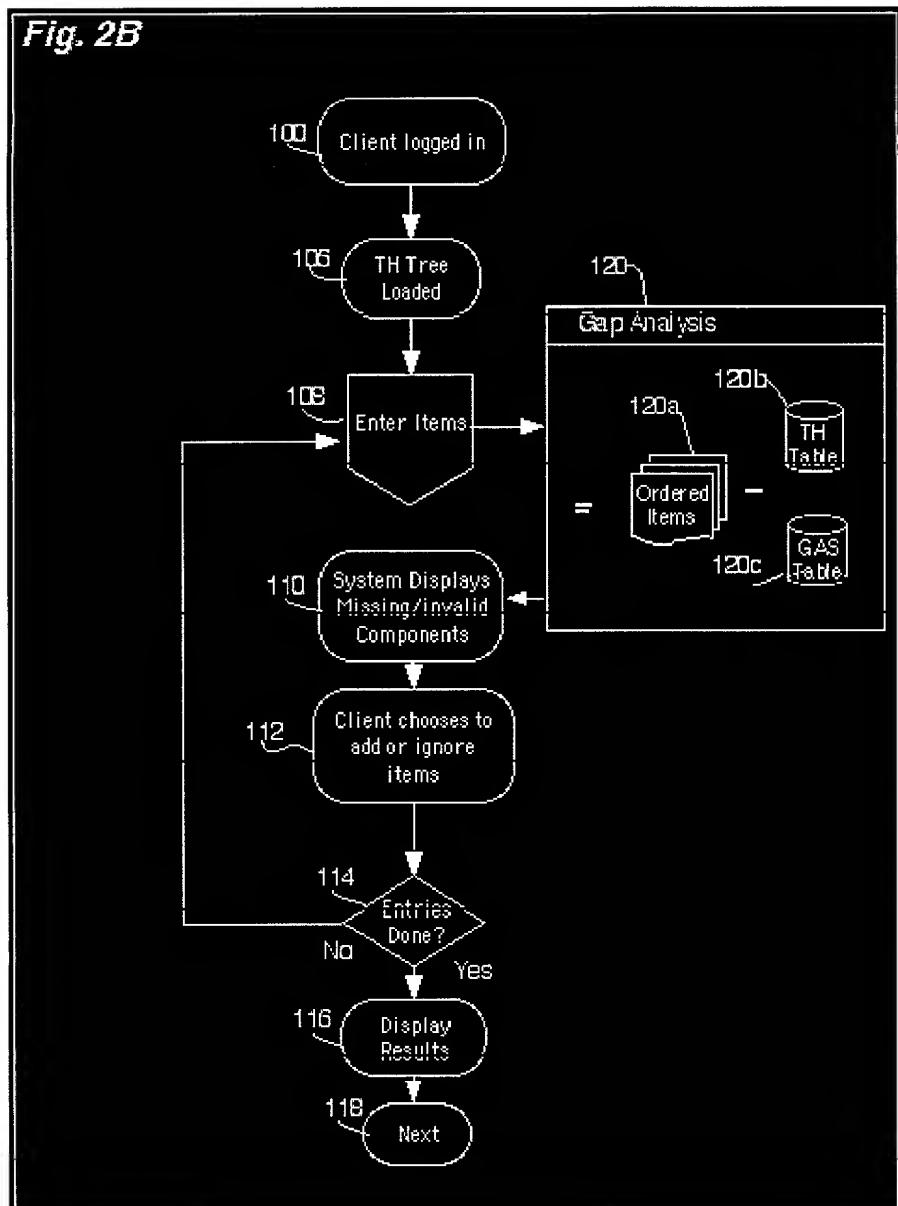


Fig. 2C

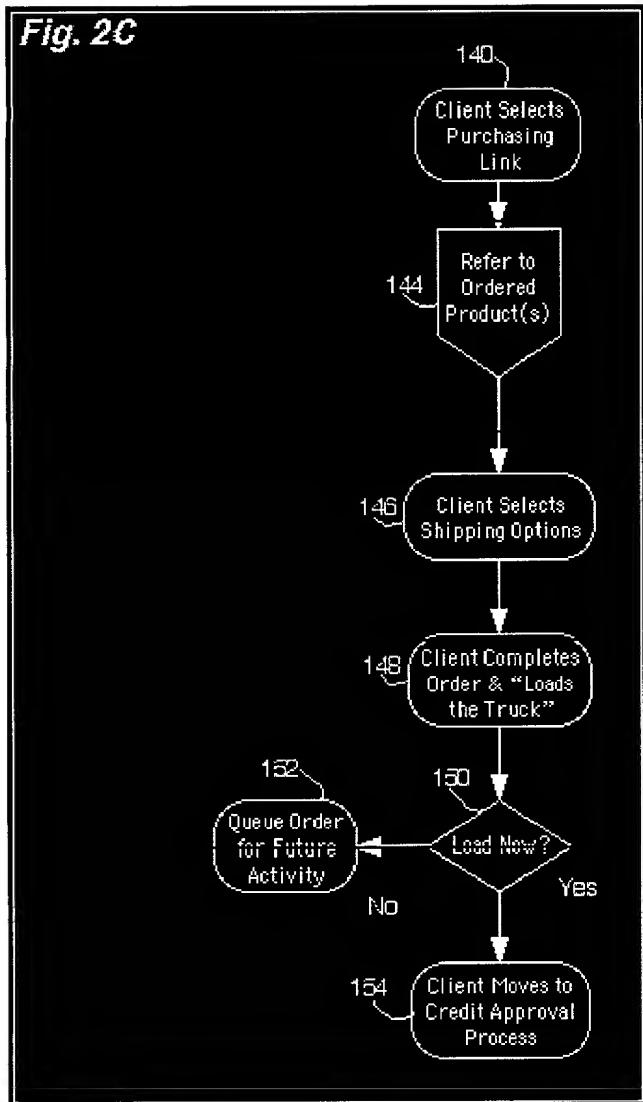


Fig. 2D

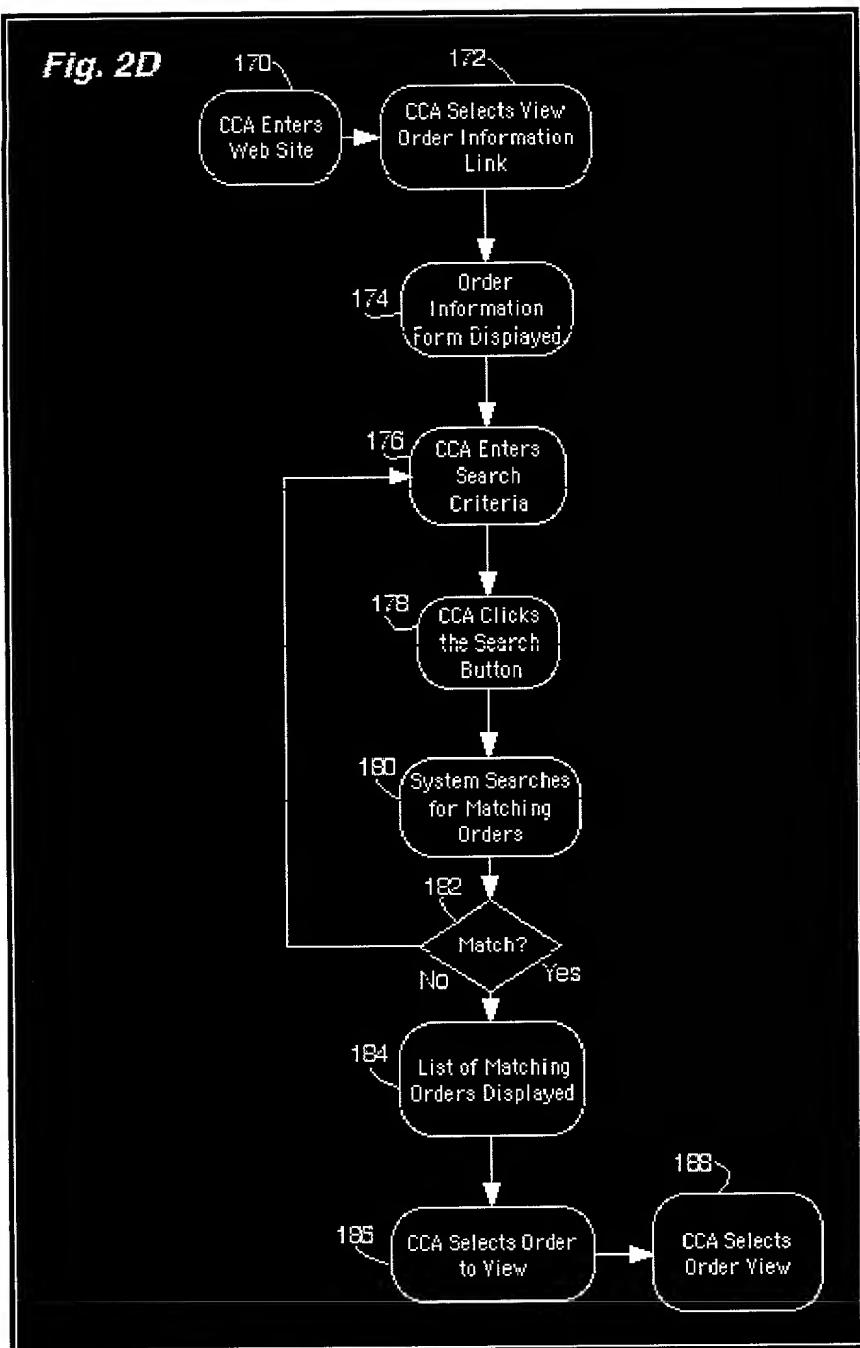


Fig. 3

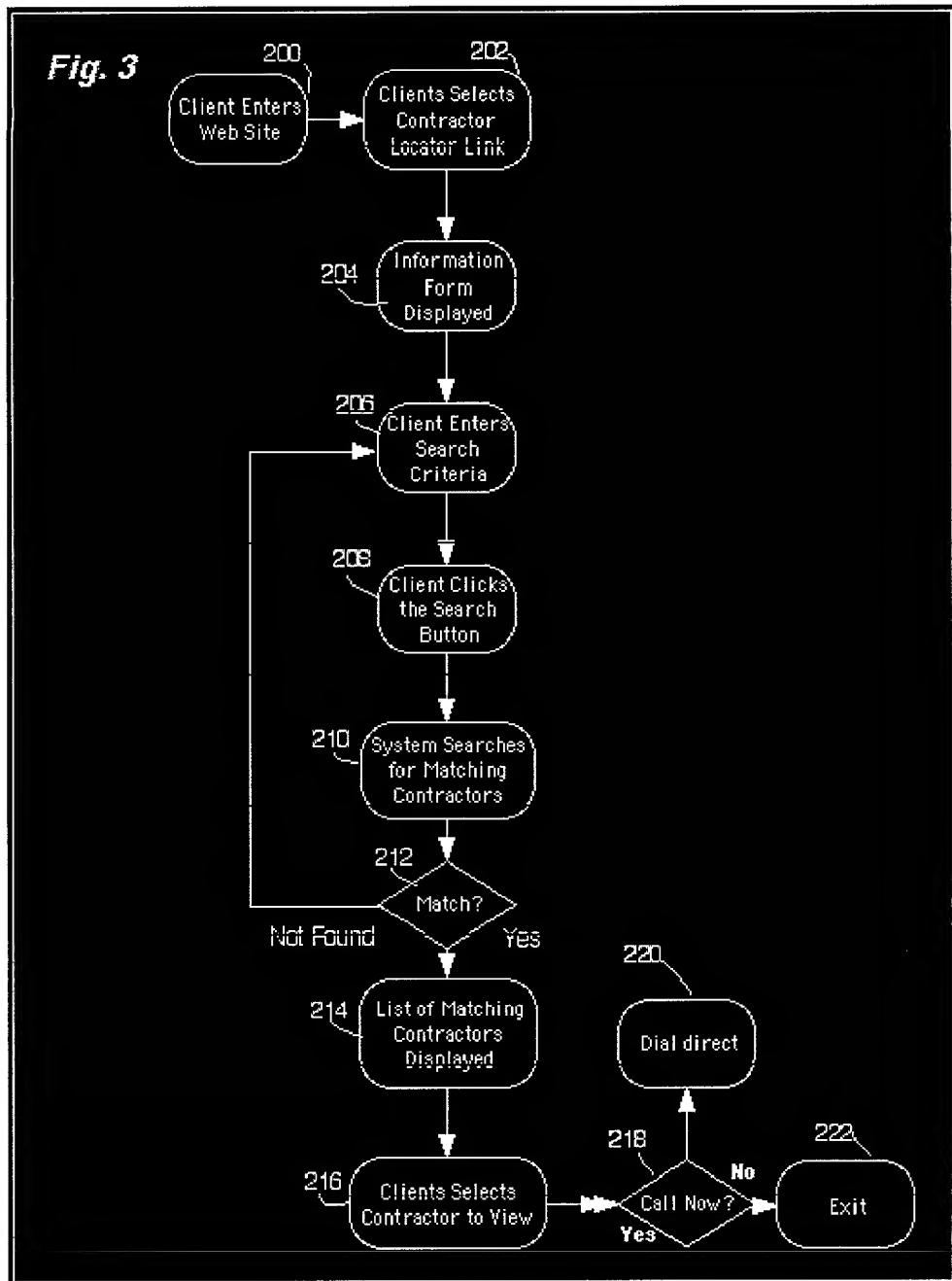


Fig. 4

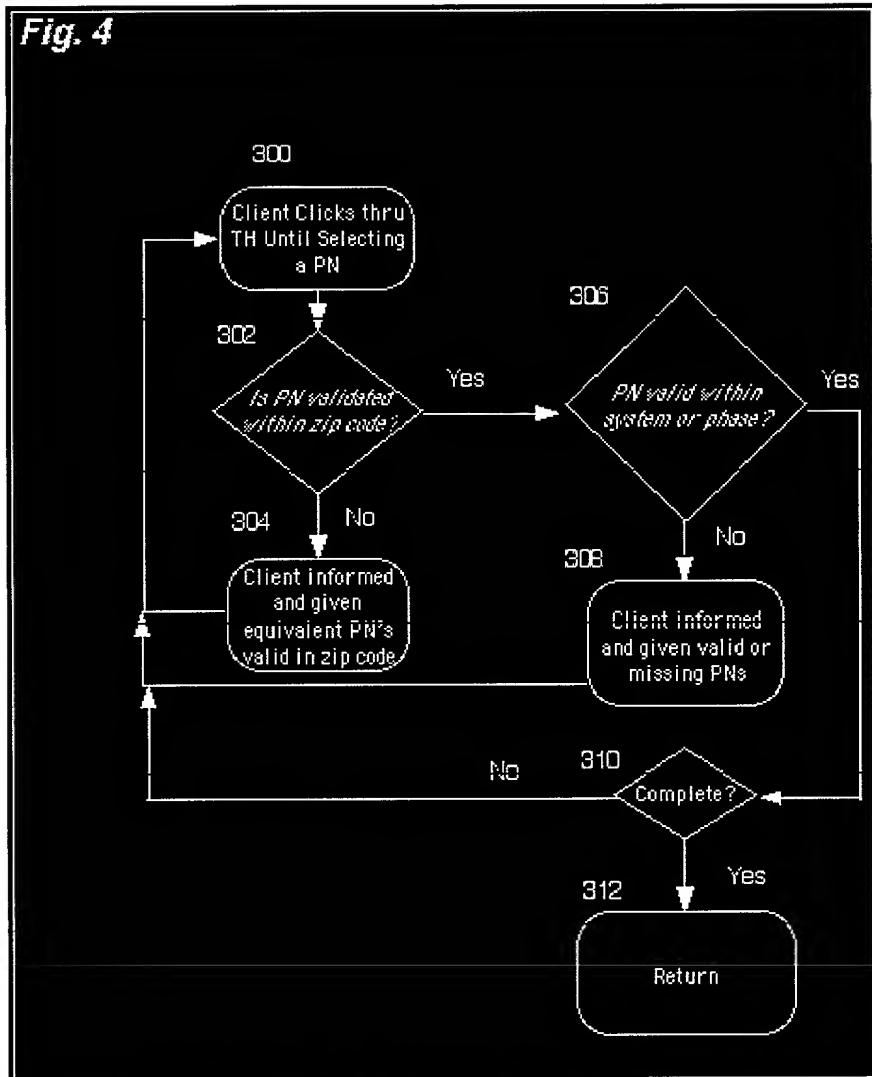


Fig. 5

09

Contractor Locator Selection Criteria

Select up to 5 SIC codes:

9a

9a-1

1791 Structural steel erection
 1793 Glass and glazing work
 1794 Excavation work
 1795 Breaking and demolition work
 1796 Installing building equipment

Select up to 5 Zip Codes:

9b

9b-1

Lake Region, NH
 03811 Laconia
 03812 Meredith
 03813 Moultonboro
 03814 Milton

Select from additional criteria

9c

9d

Minimum annual Sales
 0
 \$1M
 \$5-100M
 Over \$100M

Project Sizes handled
 \$0-100k
 \$100k-500k
 \$500k-1M
 Over \$1M

Search

Fig. 6A

92

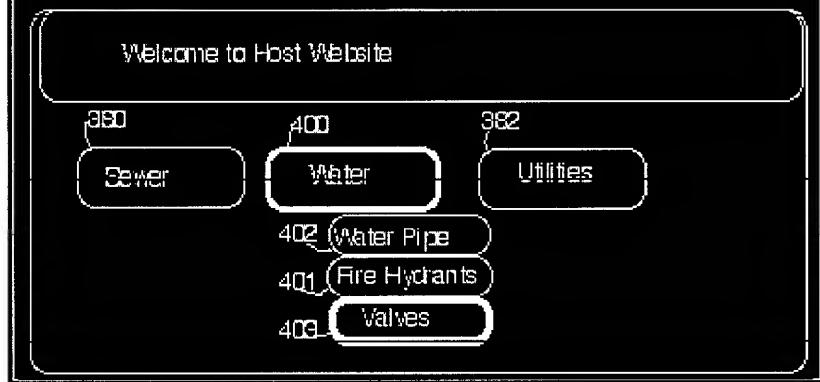


Fig. 6B

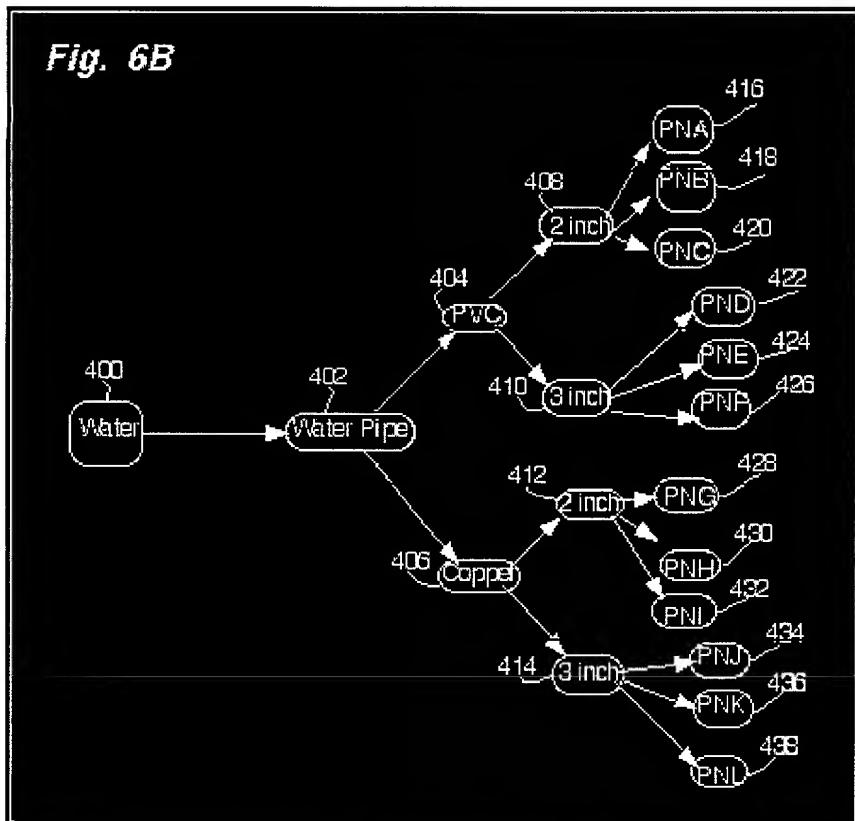


Fig. 6C

PN	Nearest Supplier	Unit Price	Discount sched	
450				
452	PNE	Northeast Bldg	\$75.00	30% GT 10
454		Metro Supply	\$100.00	20% GT 10
456		Southern Bldg	\$65.00	25% GT 10
458		Midwest Supply	\$70.00	30% GT 10

Fig. 7

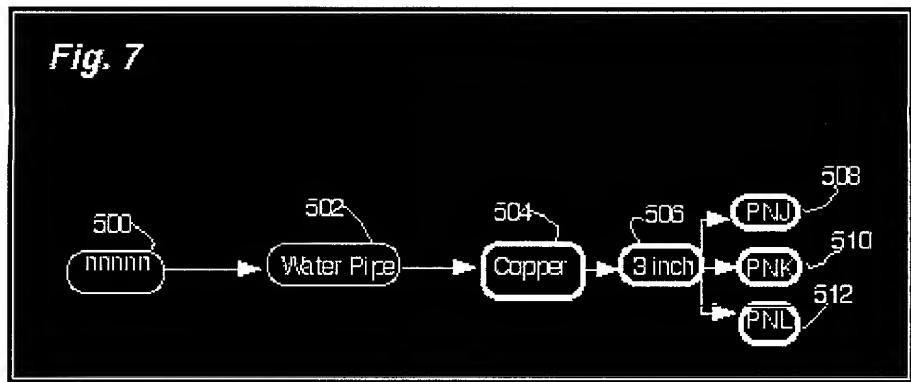


Fig. 8

Zip Code	Contractor	System	PN	Qty	Min. Ea.
3253	Meredith Building	3-Inch PVC Wtr Pipe	PND	99	\$25.00
		3-Inch PVC Wtr Pipe	PNE	99	\$20.00
		3-Inch PVC Wtr Pipe	PNF	99	\$5.00

Fig. 9

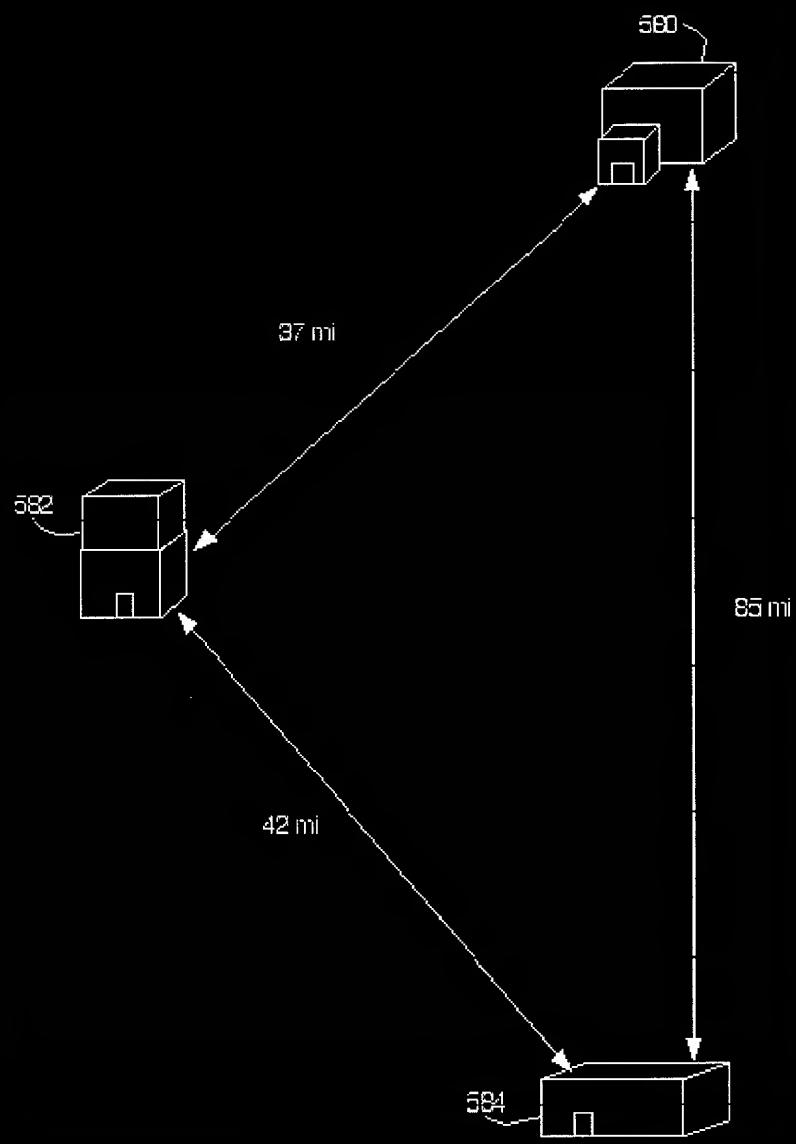


Fig. 10

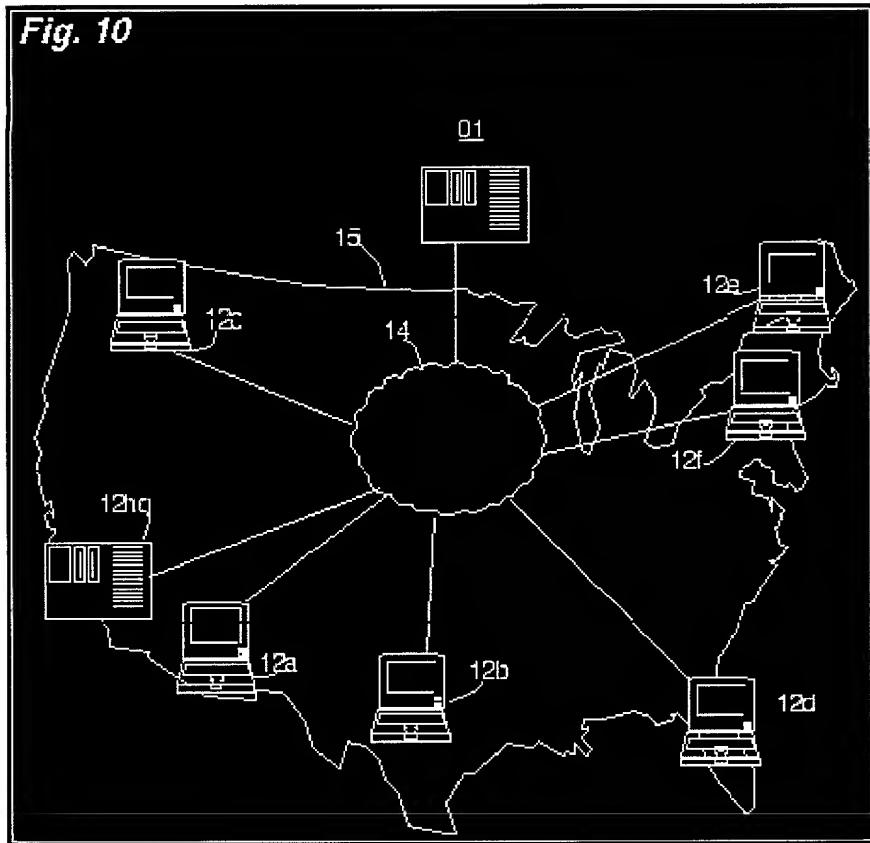


Fig. 11

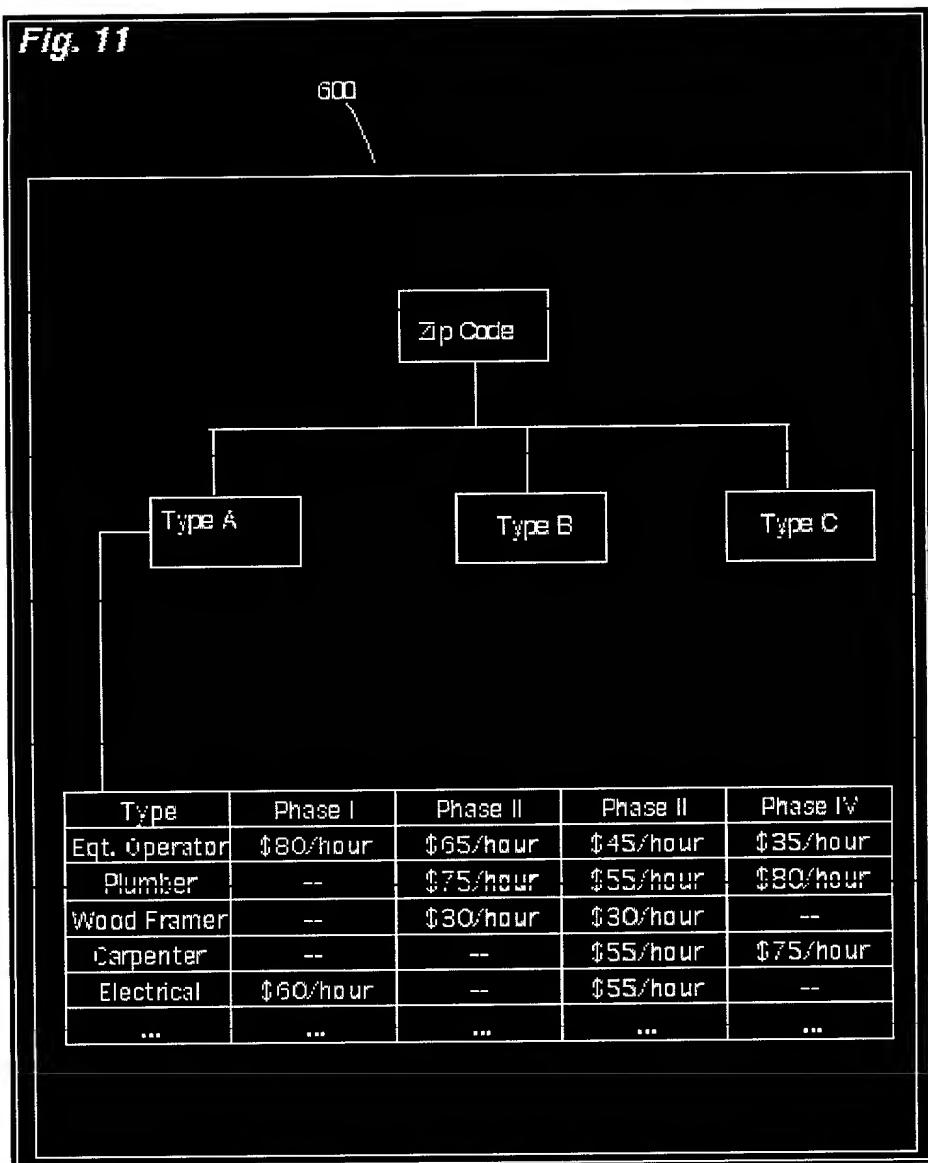


Fig. 12A

09

Contractors in New Hampshire:

9e Meredith Builders specializing in residential and townhouse....

New Hampshire Homes, experts in condominium developments

Northeast Housing, Inc., largest residential contractor in New Eng

You want to search for contractors
in one or more of these SIC codes:

9b 1794 Excavation work
1795 Wrecking and demolition work
1781 Water well drilling
1771 Concrete work
1629 Heavy construction

located in one or more of
these EDC codes:

9c 03nn1
03nn2
03nn3
03nn4
03nn5

with annual revenues in excess of:

9d \$5M

Fig. 12B

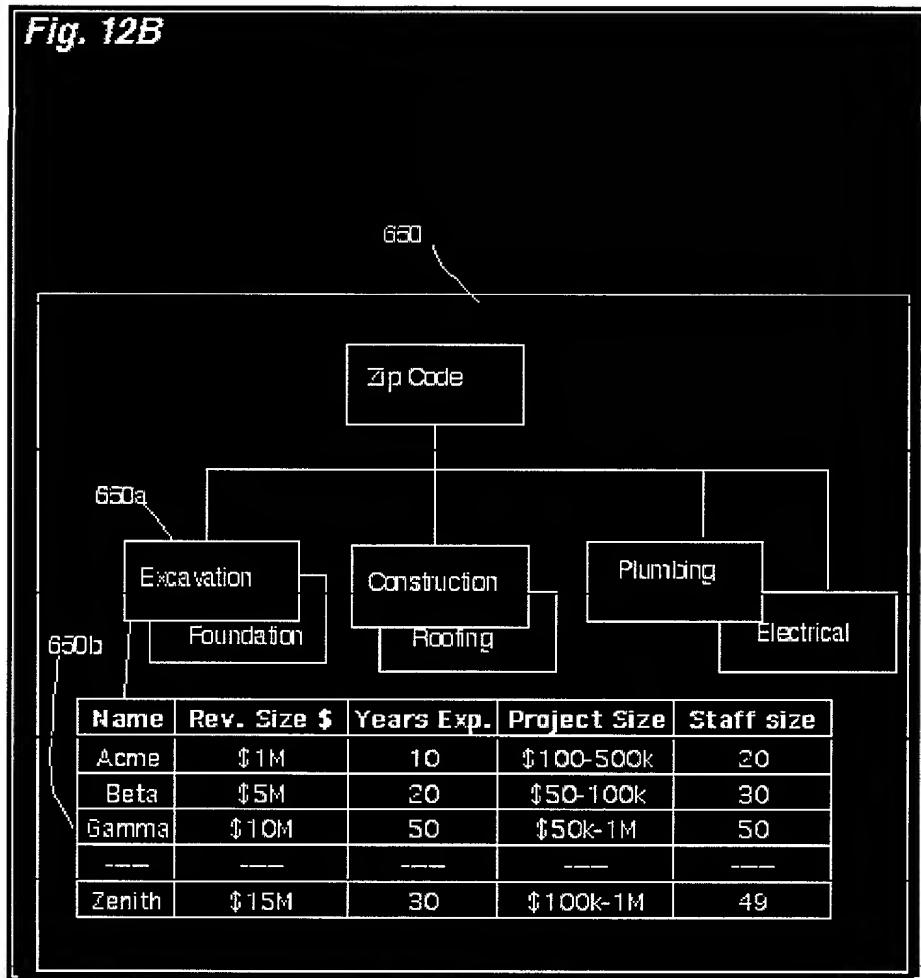


Fig. 13

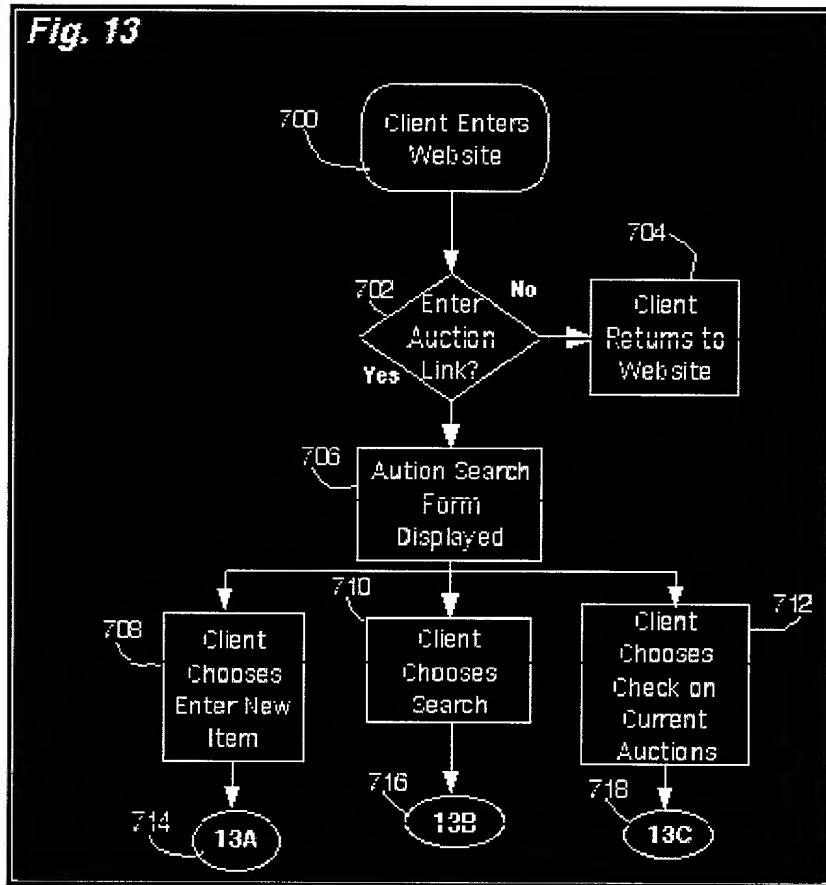


Fig. 13A

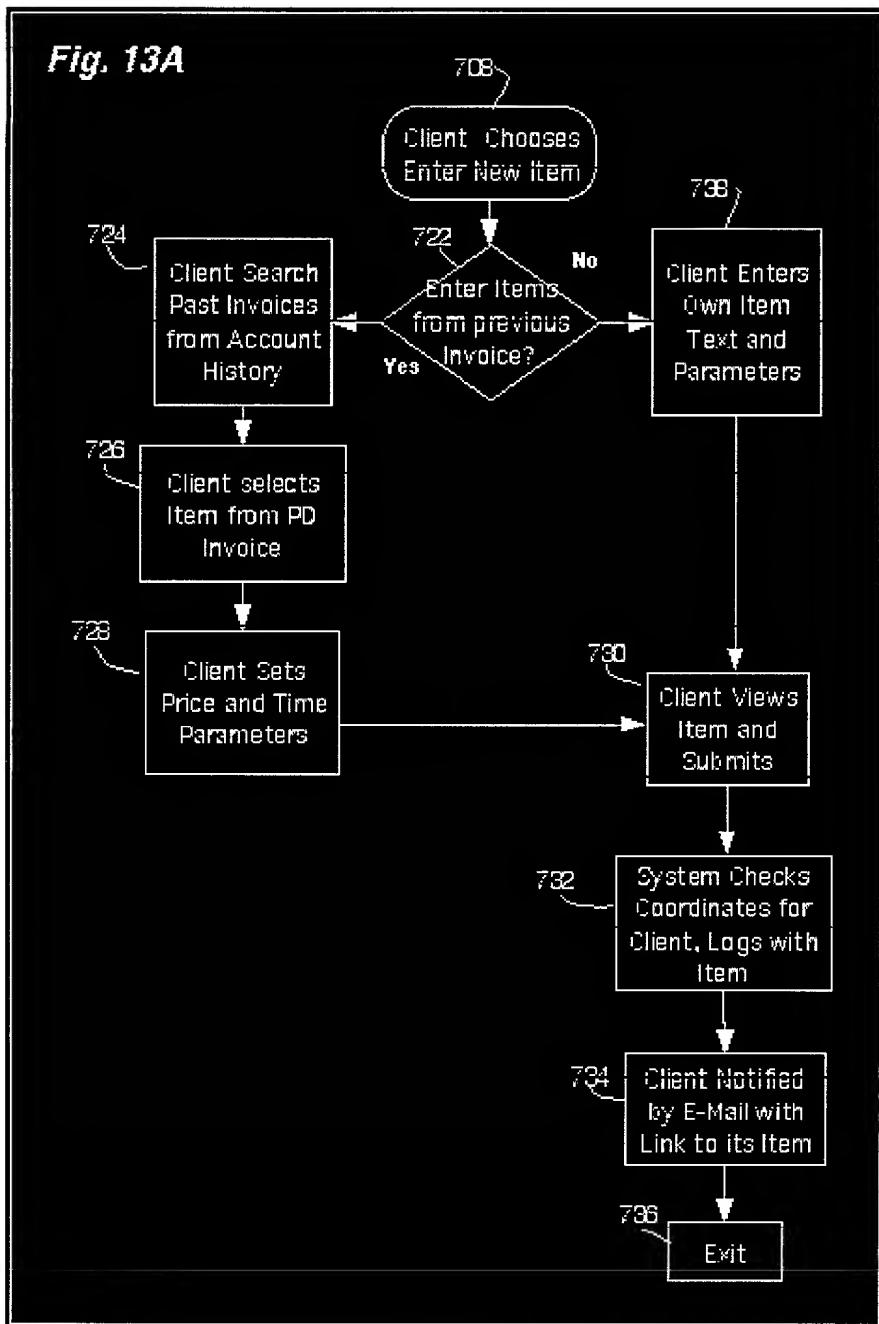


Fig. 13B

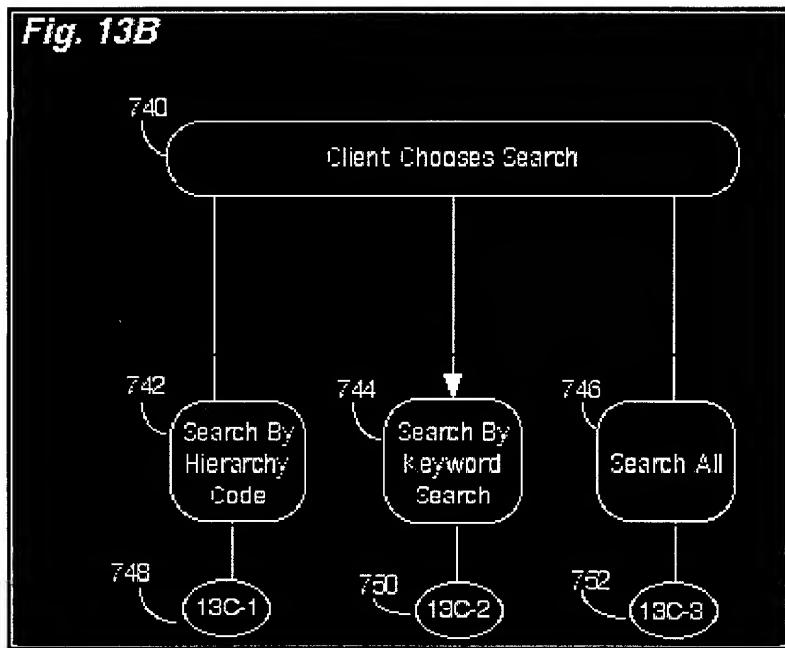
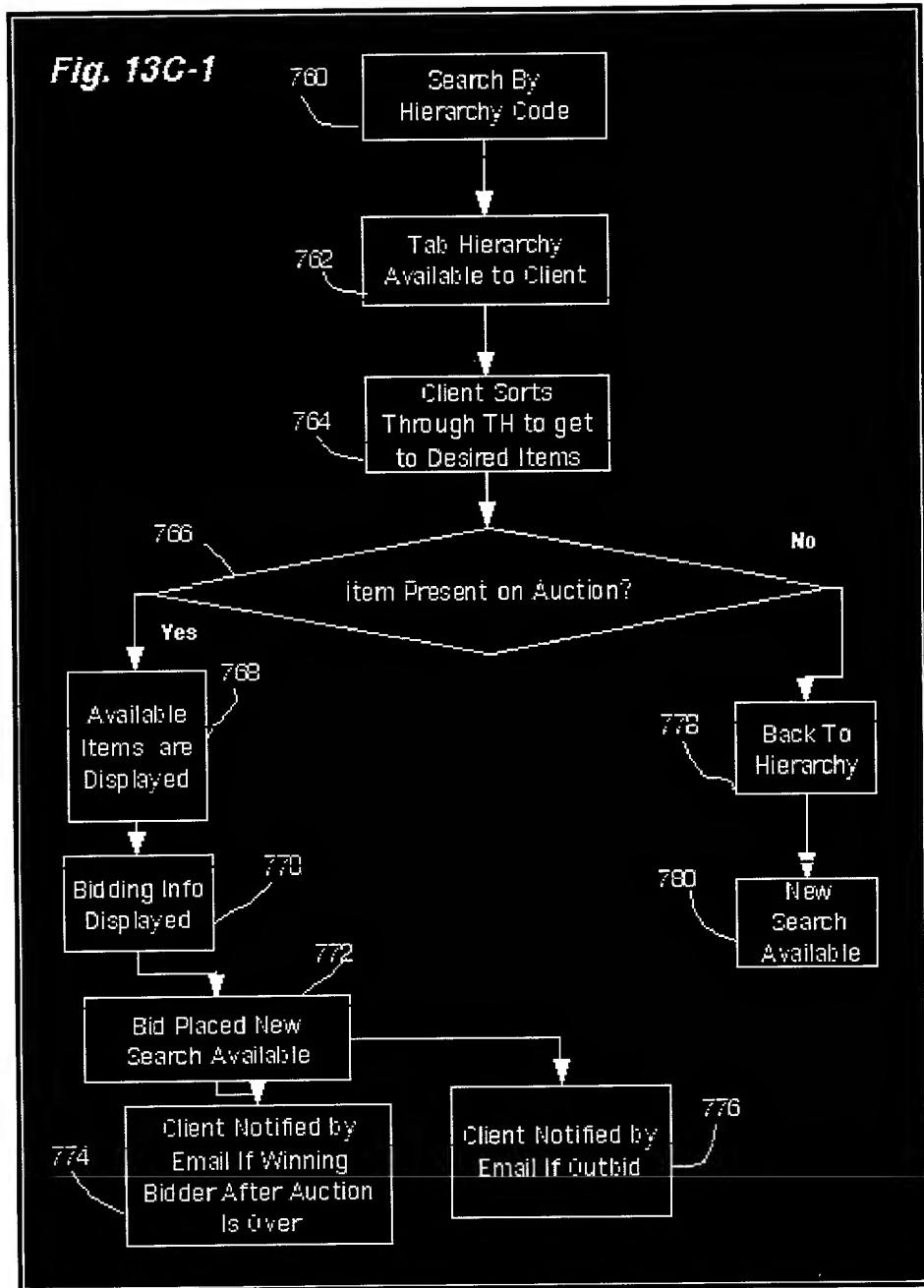


Fig. 13C-1



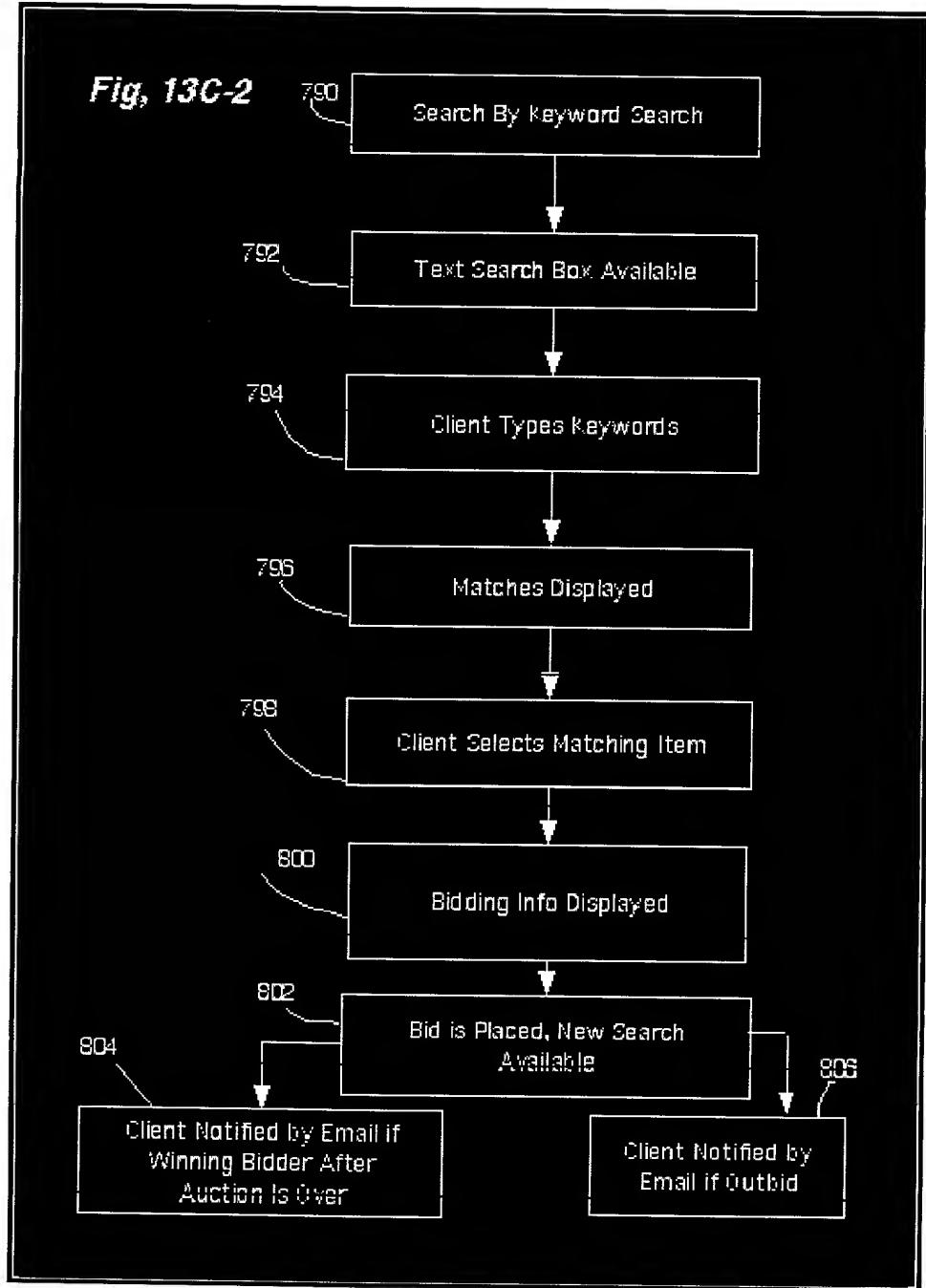


Fig. 13C-3

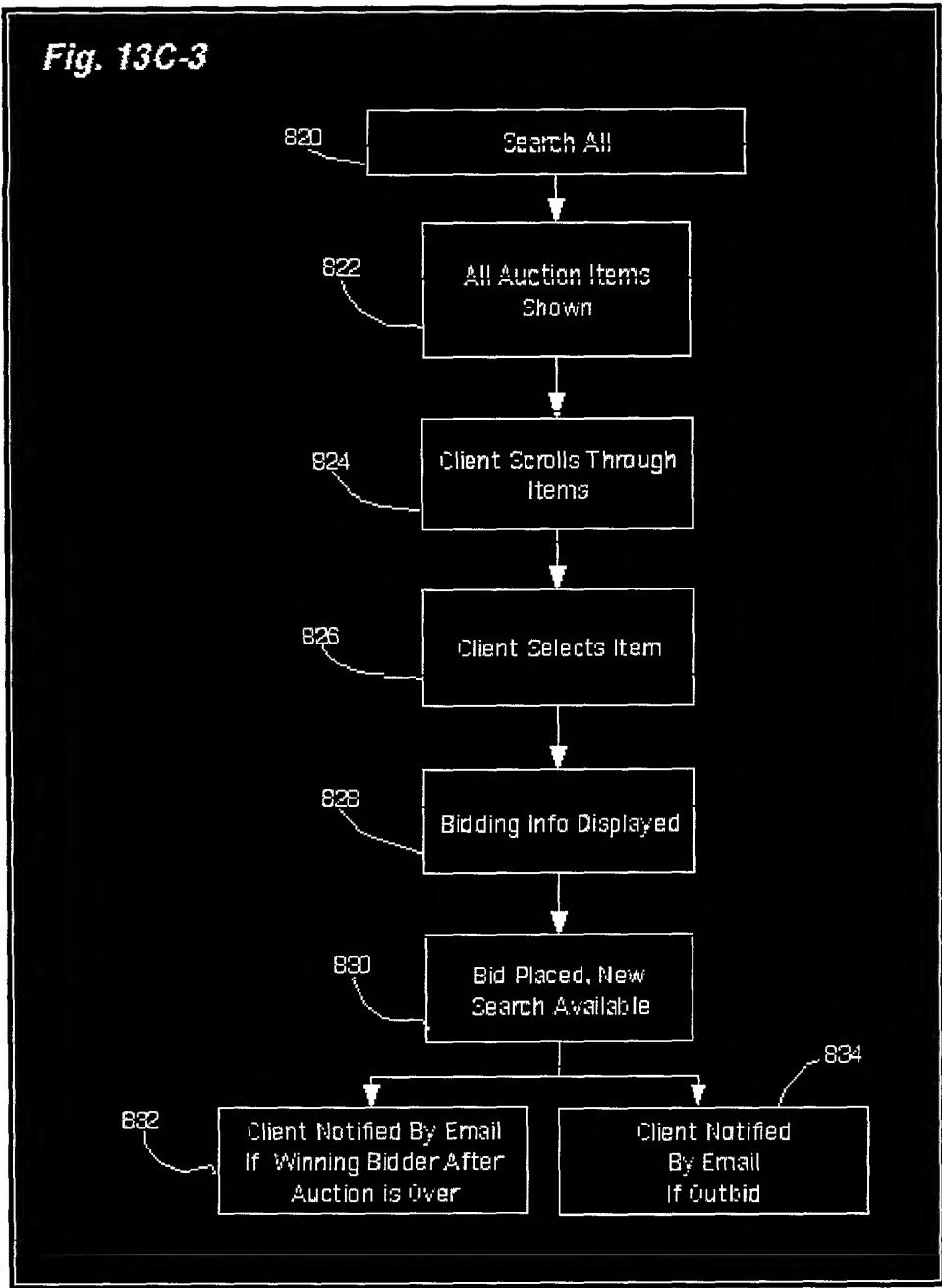
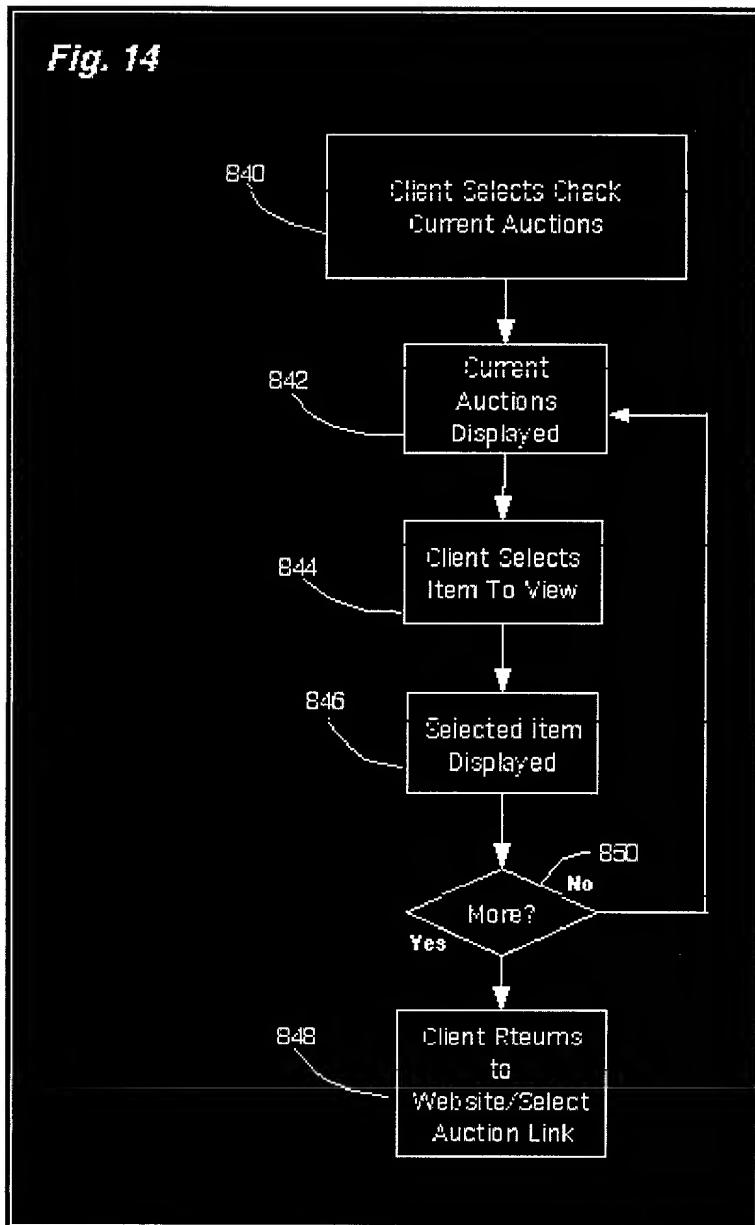


Fig. 14



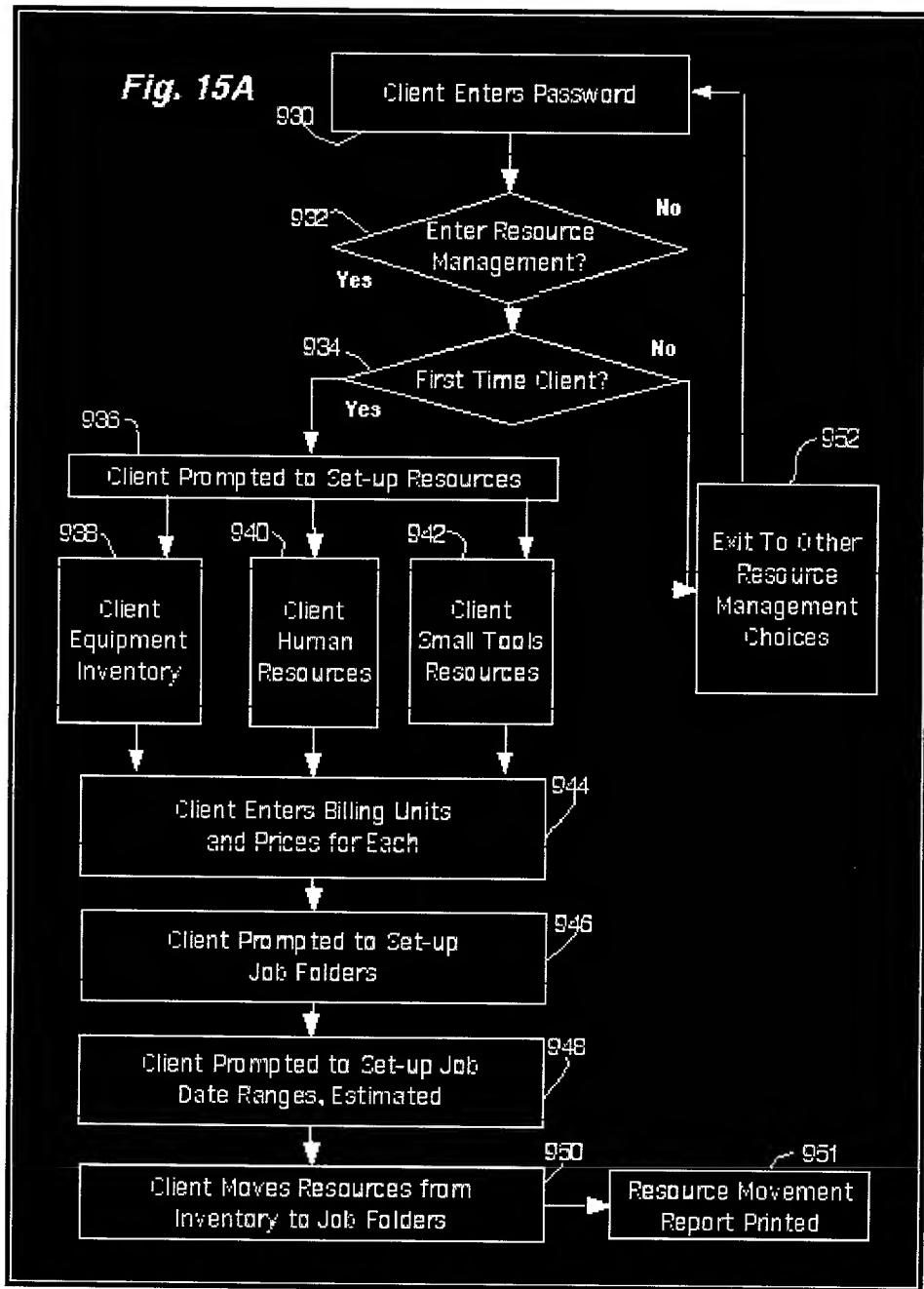


Fig. 15B

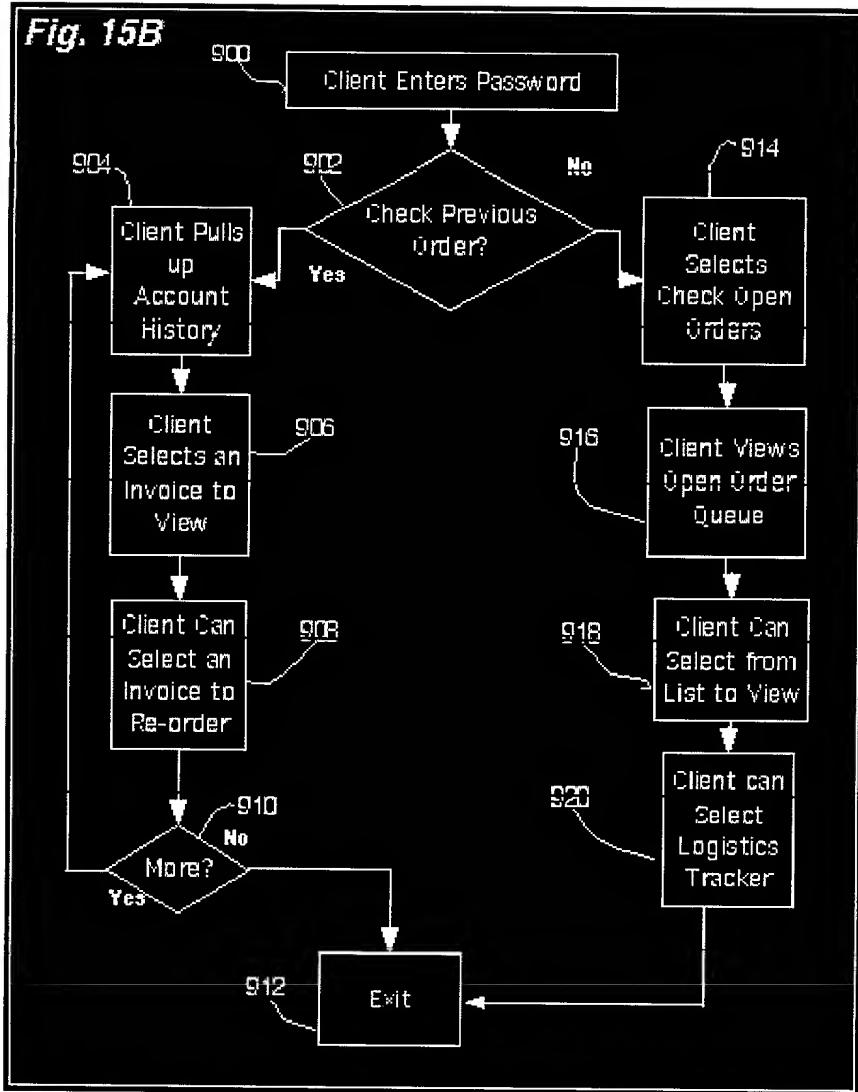


Fig. 16

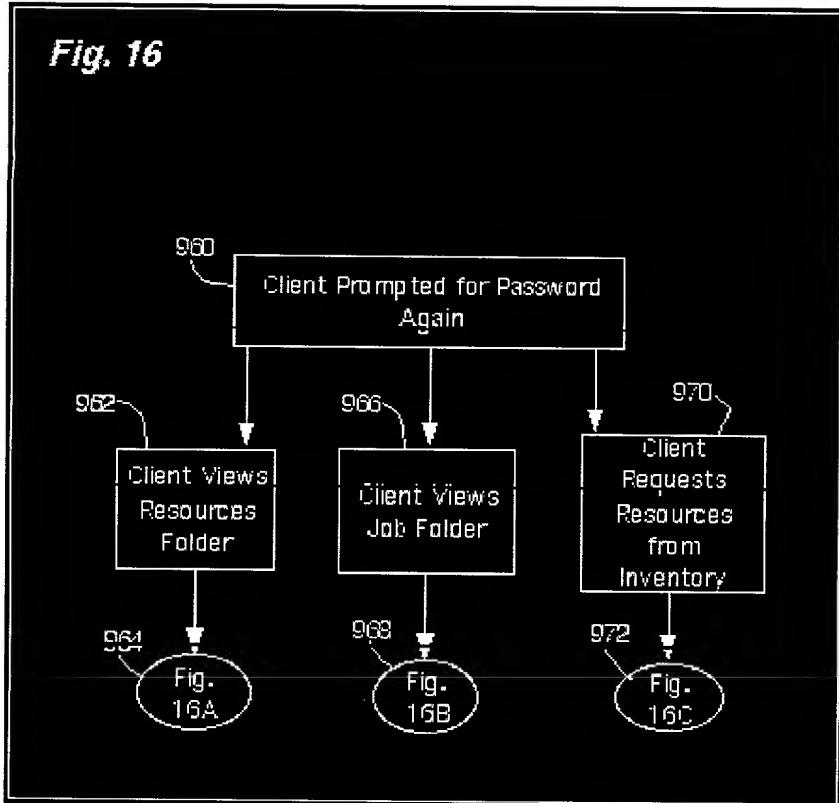


Fig. 16A

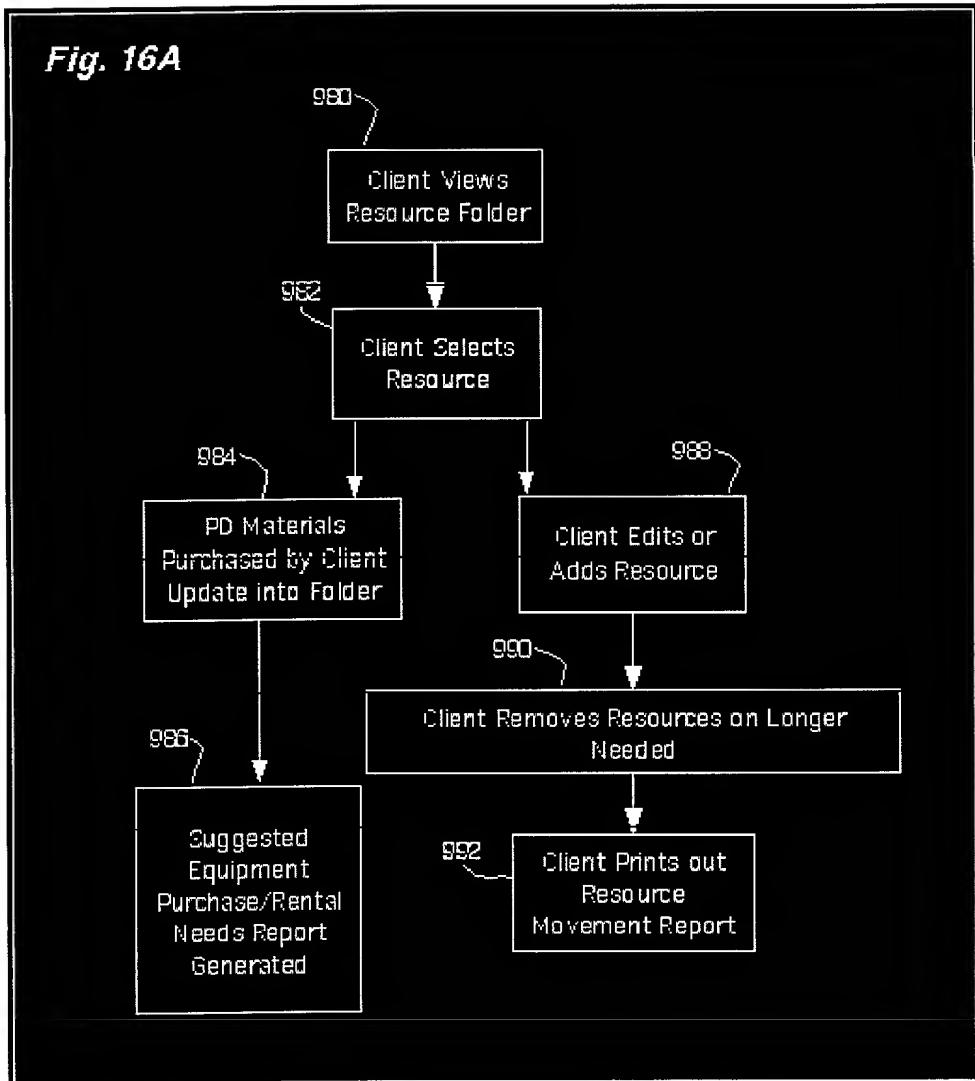


Fig.16B

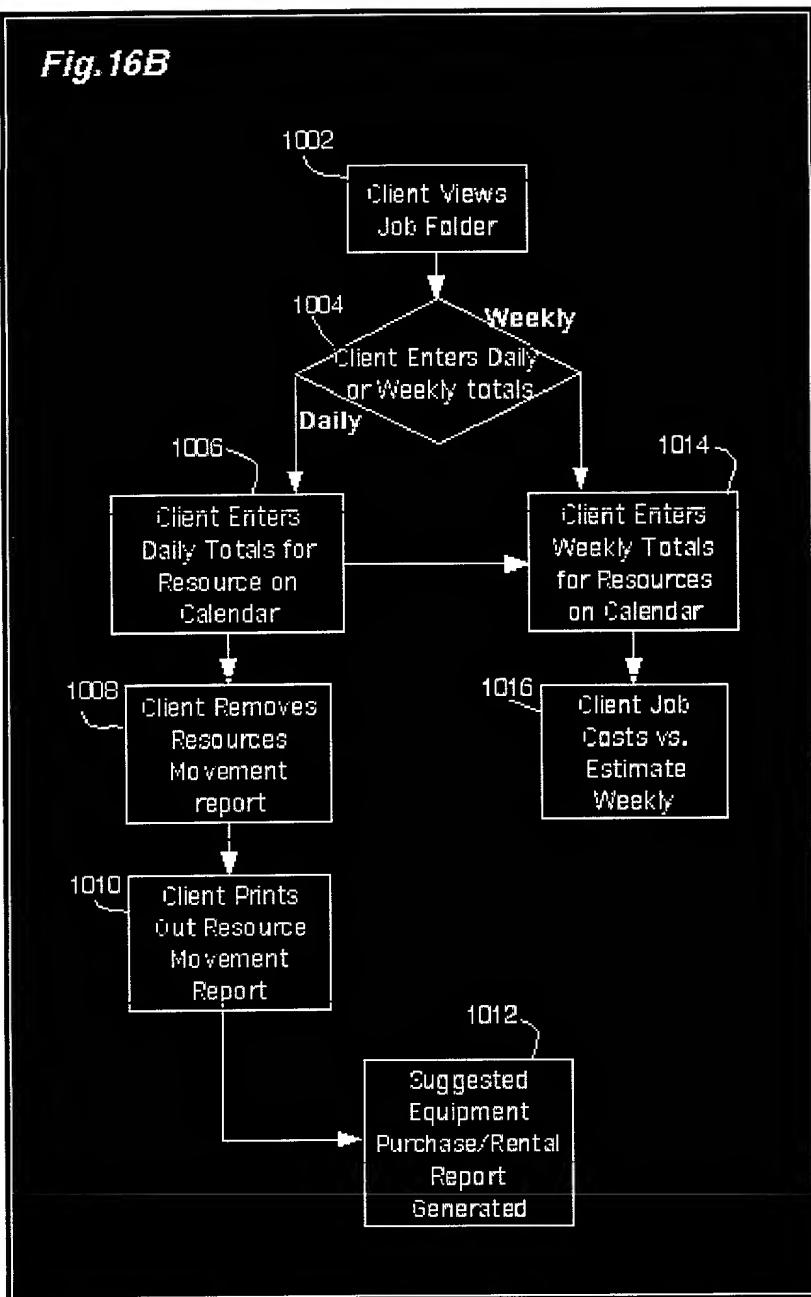


Fig. 16C

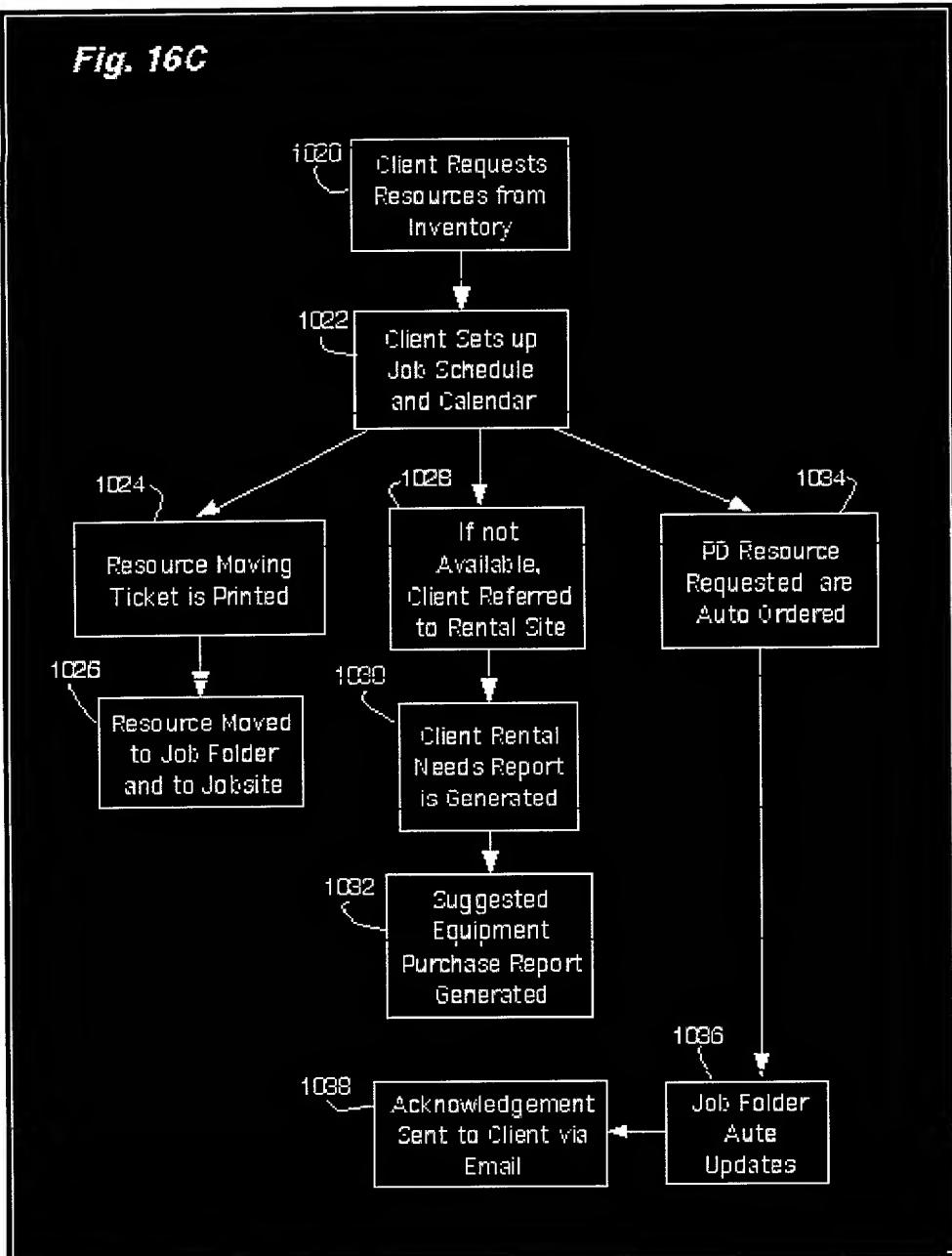


Fig. 17

1100						
	Part No.	Desc.	Units	QTY	Price	Onsite?
1102	DW12	12 in dual wall polyethylene drainpipe	feet	1000	\$3.15	Yes
1104	CL18-1	18 Wheel Dump Trailer		1	\$50/hr	No
1106	CLHBD1	Heavy Bulldozer		2	\$60/hr	No
1108	RLCM-1	Rental heavy Cement Truck		1	\$100/hr	No

Fig. 18

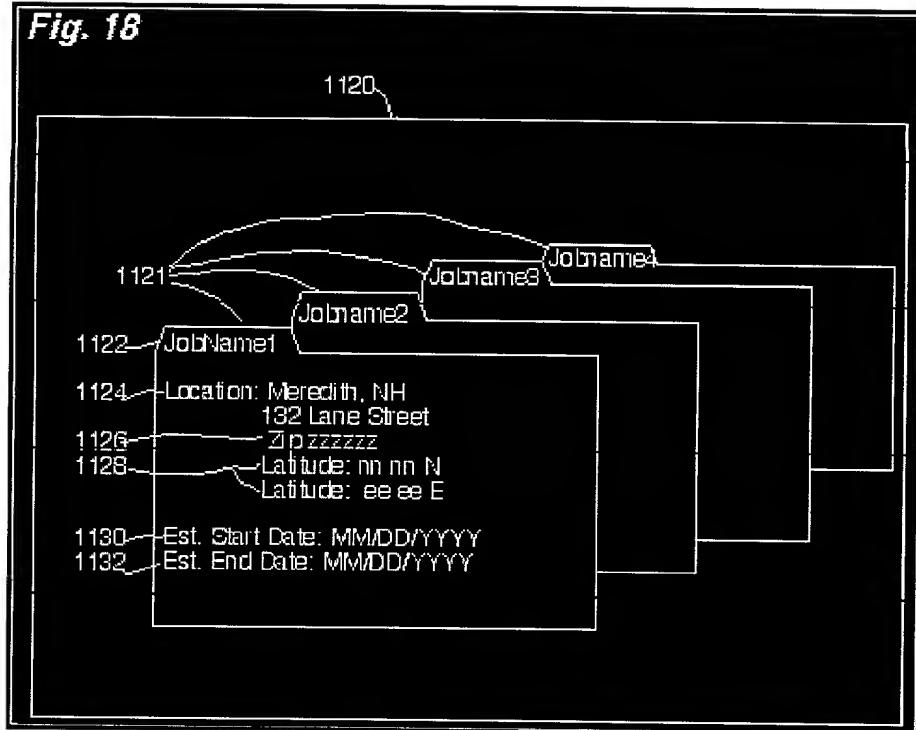


Fig. 19

1400

<p>Equipment/Purchase/Rental Report for <i>clientname as of mm/dd/yyyy</i></p> <p>For jobname1, you will need:</p> <p>30 ton excavator by Jan. 8 in Meredith, NH</p> <p>to rent one, see <u>rentalsitea</u> or <u>rentalsiteb</u></p> <p>For jobname2, you will need to move:</p> <p>CL18-1 18 wheel dump trailer from Meredith, NH to Springfield, MA by Mar. 12.</p>

Fig. 20

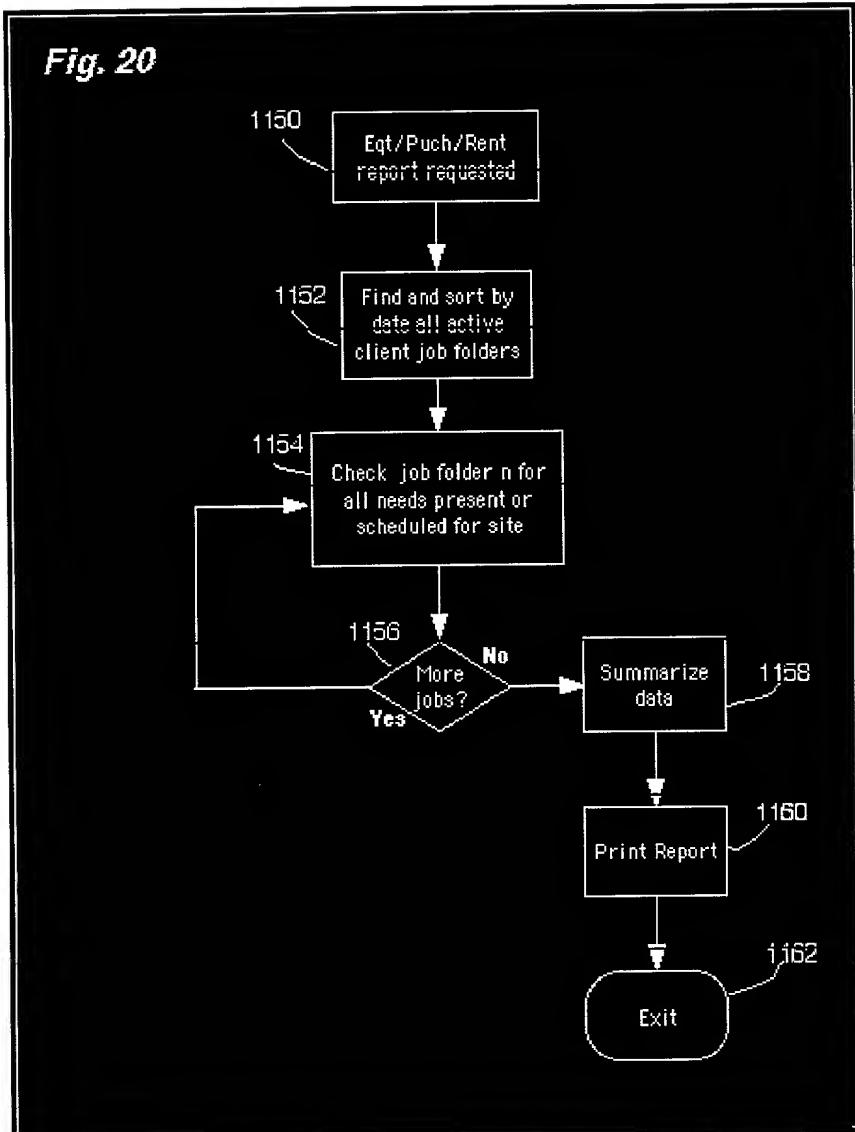


Fig. 21

JobName1																															
Location: Meredith, NH 132 Lane Street Zip zzzzzz Latitude: nn nn N Longitude: ee ee E																															
Est. Start Date: MM/DD/YYYY Est. End Date: MM/DD/YYYY																															
Phase 1 Est. Start MM/DD/YYYY Need onsite																															
1100																															
1102	<table border="1"><thead><tr><th>Part No.</th><th>Desc.</th><th>Units</th><th>QTY</th><th>Price</th><th>Onsite?</th></tr></thead><tbody><tr><td>DW12</td><td>12 in dual wall polyethylene drainpipe</td><td>feet</td><td>1000</td><td>\$3.15</td><td>Yes</td></tr><tr><td>CL18-1</td><td>18 Wheel Dump Trailer</td><td></td><td>1</td><td>\$50/hr</td><td>No</td></tr><tr><td>CLHBD1</td><td>Heavy Bulldozer</td><td></td><td>2</td><td>\$60/hr</td><td>No</td></tr><tr><td>RLCM-1</td><td>Rental heavy Cement Truck</td><td></td><td>1</td><td>\$100/hr</td><td>No</td></tr></tbody></table>	Part No.	Desc.	Units	QTY	Price	Onsite?	DW12	12 in dual wall polyethylene drainpipe	feet	1000	\$3.15	Yes	CL18-1	18 Wheel Dump Trailer		1	\$50/hr	No	CLHBD1	Heavy Bulldozer		2	\$60/hr	No	RLCM-1	Rental heavy Cement Truck		1	\$100/hr	No
Part No.	Desc.	Units	QTY	Price	Onsite?																										
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CL18-1	18 Wheel Dump Trailer		1	\$50/hr	No																										
CLHBD1	Heavy Bulldozer		2	\$60/hr	No																										
RLCM-1	Rental heavy Cement Truck		1	\$100/hr	No																										
1104																															
1106																															
1108																															

Fig. 22

1200

Equipment Movement Report for Client Main Contractor
Date mm/dd/yy

On mm/dd/yy:

Item No.	Moved from Jobsite	to Jobsite
CL18-1	Springfield MA	Meredith, NH
CLHED1	Springfield MA	Meredith, NH
CLHED1	Springfield MA	Meredith, NH

Fig. 23

Actual versus Estimated Costs Report as of mm/dd/yy	
Phase One Estimate \$50,000	Phase One Actual \$49,786
Phase Two Estimate \$65,000	Phase Two Actual \$71,000
Phase Three Estimate \$65,000	Phase Three Actual N/A
Phase Four Estimate \$70,000	Phase Four Actual N/A
Total Est. \$240,000	Total Actual TD: \$120,786
Percent Over/Under est. to date > 5% over	

Fig. 24

Fig. 24

1208

Rent versus buy analysis for *client-name*
as of *mm/dd/yy*

ITEM:

1210 RLEX-1 Thirty-ton excavator

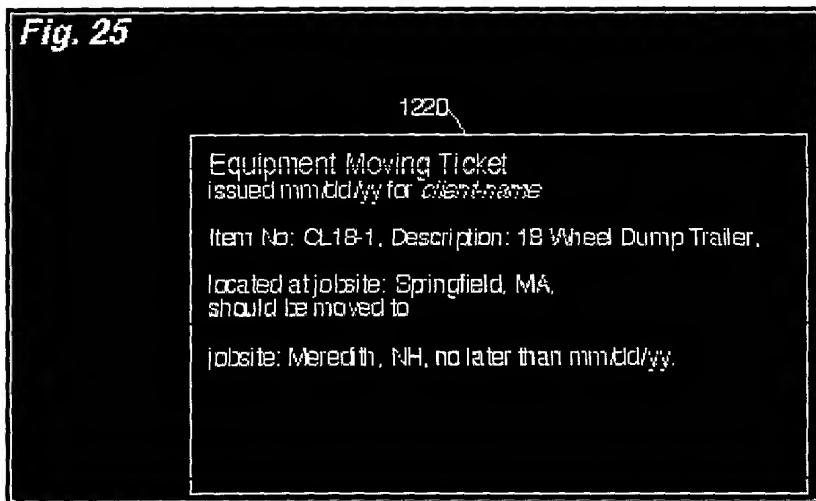
Total rental costs from 1/1/2000 through 1/1/2001
at \$600/day x 150 workdays
=\$90,000/year or 7500/month

1212

1214 Purchase Price = \$180,000 at 10% interest over
36 months = \$5500/month

1216 Suggestion: buy

Fig. 25



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Fig. 26

